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COLE, RAYWID & BRAVERMAN, L.L.P.

ATTORNEYS AT LAW

1919 PENNSYLVANIA AVENUE, N.W., SUITE 200

WASHINGTON, D.C. 20006-3458

TELEPHONE (202) 659-9750

FAX (202) 452-0067

WWW.CRBLAW.COM

THERESA ZETERBERG

CAVANAUGH

DIRECT DIAL

202-828-9857

TZETERBERG@CRBLAW.COM

LOS ANGELES OFFICE

238 ROSECRANS AVENUE, SUITE 110

EL SEGUNDO, CALIFORNIA 90245-4290

TELEPHONE (310) 643-7999

FAX (310) 643-7997

July 10, 2000

Magalie Roman Salas, Secretary
Federal Communications Commission
445 12th Street, SW
Washington, DC 20554

Re: Notice of Permitted Ex Parte Contact
WT Docket No. 97-82

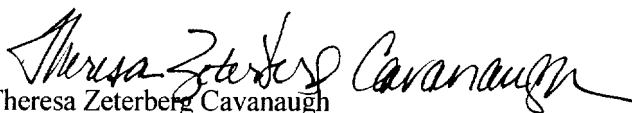
Dear Ms. Salas:

The purpose of this letter is to advise the Commission of a permitted *ex parte* contact in the above-referenced proceeding. On July 6, 2000, John Dolan (President and CEO), Steve Curtin (Vice President of Business Development) and Mark Kelso (Chief Technology Officer) of Northcoast Communications, LLC ("Northcoast"), Brett Tarnutzer of Wallman Strategic Consulting and the undersigned met jointly with Bryan Tramont of Commissioner Harold Furchtgott-Roth's office to discuss the issues raised, and comments and reply comments filed, in the Further Notice of Proposed Rule Making in the referenced proceeding. Northcoast is a qualified designated entity that holds 49 D, E and F block broadband PCS licenses and opposes any attempt to eliminate the designated entity rules for the C and F block reauction.

Specifically, the attendees discussed Northcoast's opposition to the various proposals to modify the FCC's designated entity rules for the upcoming reauction. The discussion focused on the ability of designated entities in general, and Northcoast in particular, to raise sufficient capital to build out major markets, the current cost of building out broadband PCS systems in major markets, the number of designated entities that presently are interested in acquiring spectrum in major markets and their alternative business plans, and issues relating to the efficient use of spectrum. The participants also discussed the cost projections that were filed as part of the Comments of Nextel Communications Inc. in this proceeding. The attached presentation outline was also left with Mr. Tramont.

Please contact the undersigned if you have any questions about this matter.

Respectfully yours,


Theresa Zeterberg Cavanaugh

cc: Bryan Tramont

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Northcoast Communications

Ex-parte Presentation

97-82

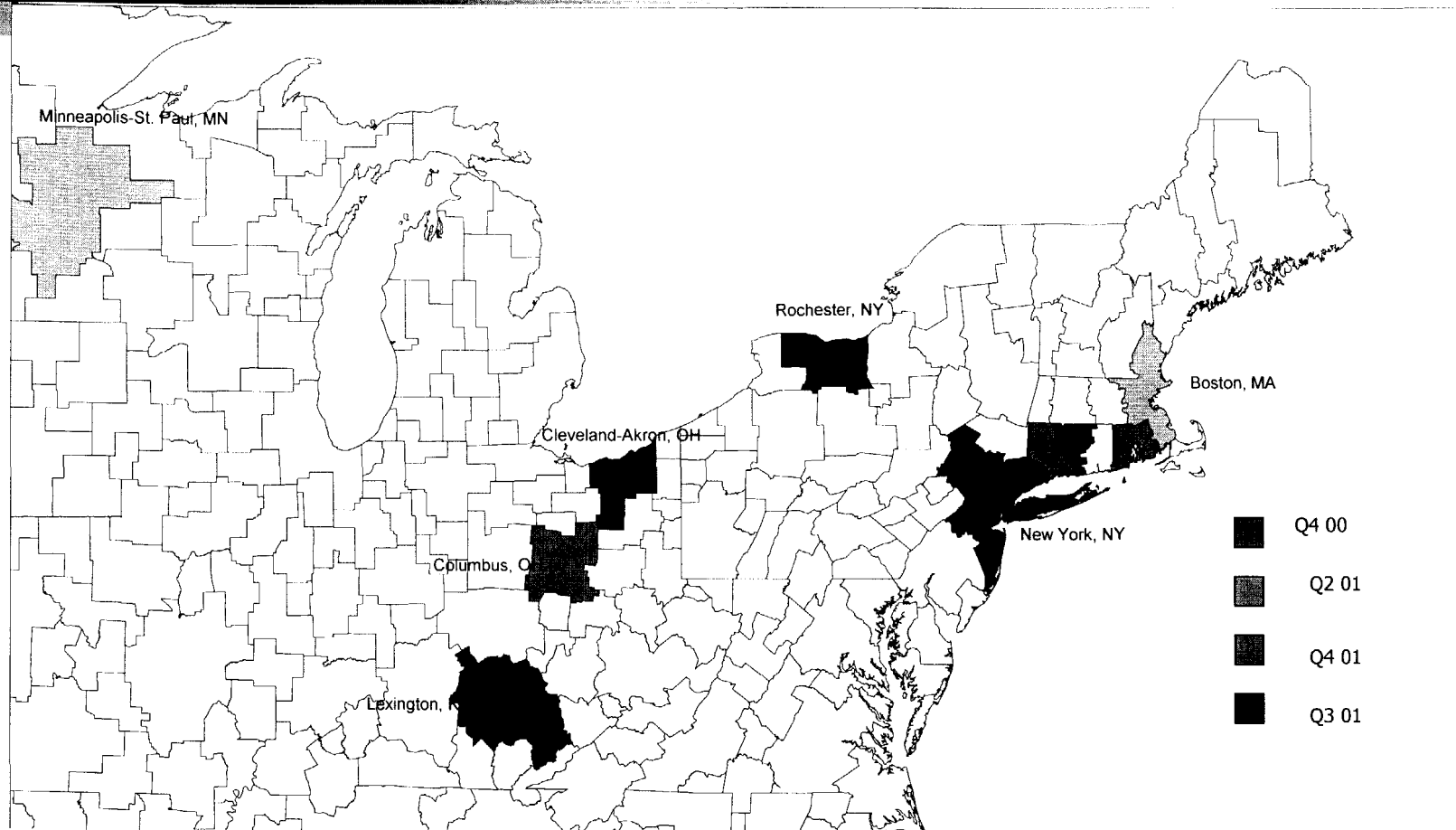
July 6, 2000



Overview

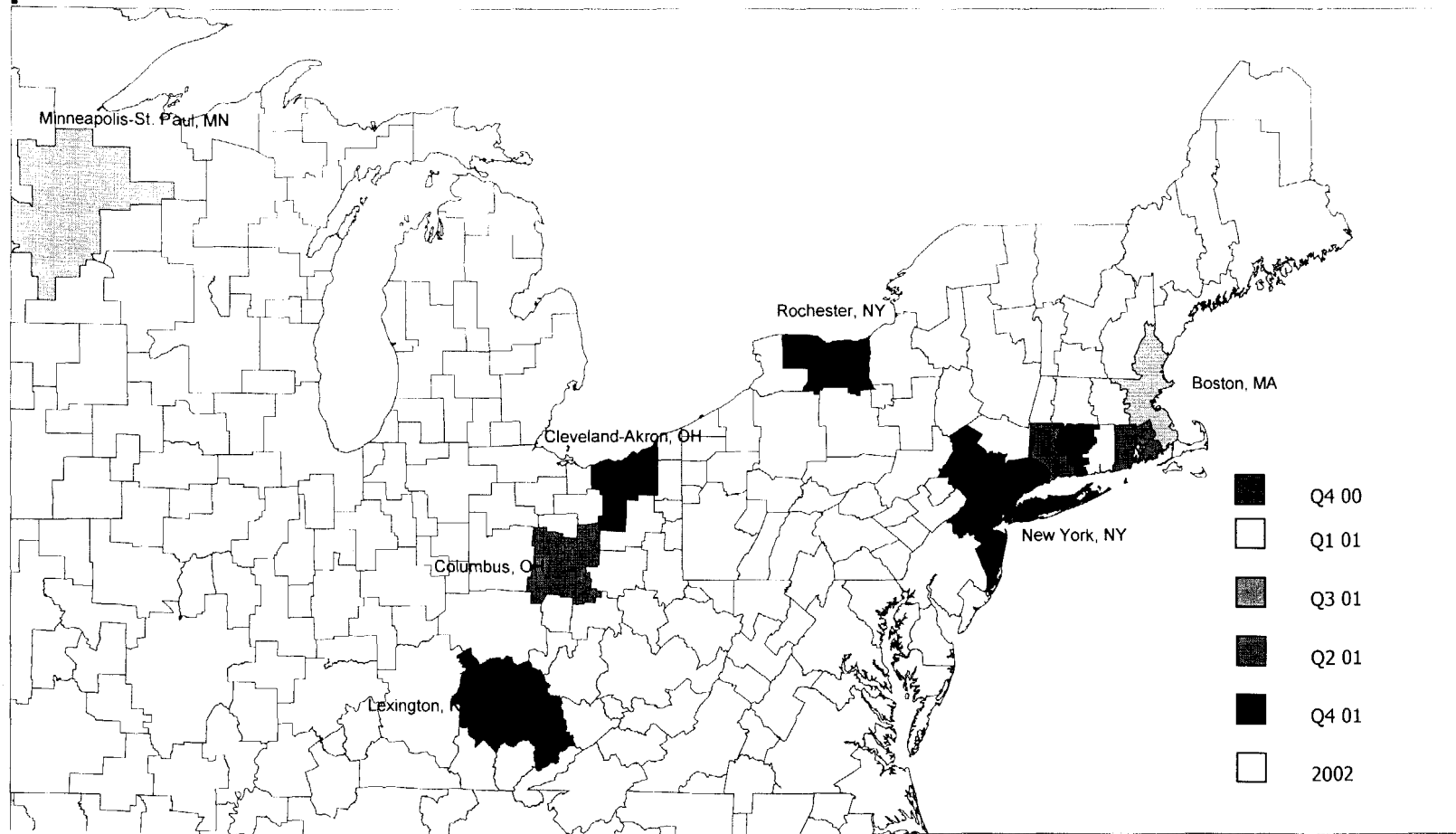
- Northcoast Is A Successful Designated Entity
 - Buildout Schedules & Maps
 - Ability to build
 - Vendor financing raised to support major market buildouts
 - Buildout template developed in Cleveland
- Spectrum Efficiency of Incumbents
 - B Block 800 Mhz New York spectrum usage
 - Lack of AT&T and US West PCS buildout
- Public Policy Argument
- Lack of a Substantial Record

Major Market Buildout Schedule



Northcoast Communications L.L.C.

Northcoast Build Out Schedule



Northcoast Communications L.L.C.



Northcoast Buildout Schedule

- Cleveland – Q4 00
- Northern Ohio – Q1 01
- Boston, Minneapolis – Q2 01
- Columbus, Providence, New Haven - Q3 01
- New York, Hartford, Rochester Lexington – Q4 01
- Southern Ohio, New England, Midwest, Upstate New York Clusters - 2002



A Tale of Two Buildouts

- **Nextel – Norfolk**

- 1.1 Million POPs

- 600 cell sites

- \$550 Million funding requirement

- Cash flow positive in 2007

- **Northcoast – Cleveland**

- 3 Million POPs

- 112 cell sites covering 90% of market POPs

- \$100 Million funding requirement

- Cash flow positive in 2002

This is the same rationale AT&T used 25 years ago to suggest why MCI could not construct long haul microwave networks



First Generation Cell Site - \$1Mil.



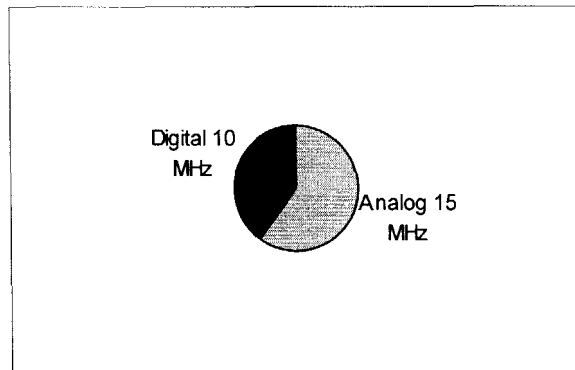
Second Generation Cell Site - \$400K



Third Generation Cell Site - \$120K

New York Market Cellular Provider Spectrum Usage

- **60% of carrier's licensed spectrum is dedicated to analog service!**
- 3 CDMA RF carriers require 10 MHz (7.5 MHz + guard bands)



- **75% of busy hour minutes are on the digital side of the network!**

